

## **Record results: time:matters generates €121.5m in revenue in 2018**

- Further increase in revenue for time:matters of 12.5% compared with its record-breaking year in 2017
- Strong growth in all focus industries
- Internationalization and further development of core business in 2019

Neu-Isenburg, April 16, 2019: time:matters, the expert in high performance and special speed logistics, concluded 2018 with €121.5m in sales revenue, up 12.5% on its record-breaking year in 2017. The company was able to build on its longstanding positive development in all focus industries and product categories and exceed all growth targets once again.

In 2018, time:matters focused on the sustainable digitization of its service portfolio and expansion of its global network. The logistics specialist tailored its actions specifically to customer needs, thereby laying the foundations for its successful growth. Among other measures taken, the company added 15 stations in the U.S. and one in Mexico to its Sameday Air network in the 2018 business year, thereby optimizing its overseas network coverage.

By acquiring CB Customs Broker GmbH and Customs Broker Cargo Handling GmbH in September, time:matters invested in the expansion of operational processes and added customs clearance and cargo handling options to its service portfolio. These offerings cover all standard customs procedures, tailored to individual client needs, including digital solutions for e-commerce logistics. time:matters has thus broadened its unique expertise in shipment and transport control, transport speed and service offering flexibility for customers trading globally.

In 2018, time:matters continued to pursue customer interface digitization and, as a result, can now offer fully automated tracking information updates, invoicing and other important core elements. The company has been setting standards in the industry with its unique airmates on board courier platform since 2017, which it continues to upgrade in line with customer needs and requirements.

Revenue generated through time:matters airmates has risen considerably since its 2017 launch. Customers with urgent or sensitive shipments can use airmates to obtain a complete quote for a personally accompanied transport in less than one minute, and then book this in just a few clicks.

Customers from the automotive, high-tech&semicon, life&health, medtech, aviation&aerospace, and logistics sectors were the main drivers of growth in 2018.

Certification in ISO 14001, the internationally recognized standard for successful environmental management, illustrates that the specialist in customized logistics solutions is not just growing rapidly, but also sustainably.

“We have again succeeded in achieving record revenue, due in no small part to constant innovations around our core competencies,” added Alexander Kohnen, CEO of time:matters. “We will continue on this path in 2019, while working on state-of-the-art digital solutions for our customers and increasing our breadth of industry expertise for our customers in the life&health, automotive and high-tech&semicon segments. We are planning further expansion, especially in the Asian market and the U.S., and are also ready for various Brexit outcomes thanks to our many years of experience and flexible logistics solutions.”

time:matters was again recognized for its superb performance in the logistics arena in 2018. The company received its fifth *Achieving Excellence Award* in a row in the area of spare parts logistics from John Deere. The specialized service provider also received the Automotive Logistics Award Europe in the *Inbound Global Supply Chain Award* category for its development of innovative processes and networks for the management of intercontinental supply chains.

“These awards confirm the excellent services we provide to our customers, day in and day out,” explained Lars Krosch, COO of time:matters. “We are proud that we have been able to not only maintain but actually continue to improve the high quality of our work, in spite of our constant growth.”

#### **About time:matters GmbH:**

time:matters is the expert for particularly urgent transports and complex logistics. Urgently needed spare parts, medical samples and important documents are transported quickly and reliably from A to B via air, rail and road and if required also personally accompanied via On Board Courier. This is made possible by a global network with more than 500 courier partners and airlines. time:matters generally has access to all available airlines and can therefore utilize a wide range of flight routes: more than 3,000 connections a day to over 500 destinations in around 100 countries. Besides speed and reliability, providing an individual, flexible service is paramount. time:matters is available 365 days a year, 24 hours a day, whenever tailor-made, customized logistics concepts are needed – for everything from ad-hoc situations through to regular business. time:matters has achieved ISO 14001:2015 environmental certification and ISO 9001:2015 certification. The company employs more than 370 people and operates its own terminal for express and courier shipments at Frankfurt Airport. By acquiring CB Customs Broker GmbH in 2018, time:matters incorporated decades of customs clearance and cargo handling expertise. Services covering all standard customs procedures are available as well as complete solutions tailored to individual client needs, including digital solutions for e-commerce

logistics. CB Customs Broker is an “Authorized Economic Operator” and has been AEO-C certified since 2013.

**Further information and image requests:**

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